

Message Text

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PAGE 01 LA PAZ 05981 281203Z
ACTION COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 /023 W
-----121173 290742Z /11

R 281120Z JUL 78
FM AMEMBASSY LA PAZ
TO SECSTATE WASHDC 1866

UNCLAS LA PAZ 5981

E.O. 11652: N/A
TAGS: BEXP, BL
SUBJ: UNDER SECRETARIAL TASK FORCE ON U.S. FOOTWEAR:
CONTINUING IDENTIFICATION OF TRADE OPPORTUNITIES
FOR LEATHER BOOTS AND SHOES

REF: STATE 078081

1. ALTHOUGH BOLIVIAN LAW STIPULATES THAT PREFERENCE BE GIVEN
TO LOCAL PRODUCTS, GOB AGENCIES HAVE INDICATED AN INTEREST
IN PURCHASING FOOTWEAR FROM U.S. FIRMS IF THE PRICES ARE
REASONABLE. BOLIVIAN IMPORT TARIFFS, HOWEVER, ARE QUITE
HIGH AS THE FOLLOWING SCHEDULE SHOWS:
FOOT WEAR-HEELS OF RUBBER OR PLASTIC
WORKSHOES-\$B 8/PAIR PLUS 42 PERCENT TAX
OTHER SHOES-\$B 40/PAIR PLUS 42 PERCENT

FOOTWEAR-HEELS OF LEATHER
WORKSHOES-\$B 25/PAIR PLUS 52 PERCENT TAX
OTHER SHOES-\$B 80/PAIR PLUS 52 PERCENT TAX
(ONE \$US QUALS 20 PESOS)

THE IMPORTER MUST OBTAIN AN IMPORT LICENSE (LICENSIA PREVIA)
BEFORE BE MAY IMPORT WORKSHOES.

2. UNDER BOLIVIAN LAW, FOREIGN FIRMS MUST HAVE A
BOLIVIAN REPRESENTATIVE IF THEY SELL TO GOB AGENCIES.

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THE FOLLOWING EXPERIENCED IMPORTERS HAVE INDICATED AN
INTEREST IN REPRESENTING U.S. FOOTWEAR MANUFACTURERS:

A. JORGE PORTUGAL
P.O. BOX 4402
LA PAZ, BOLIVIA

B. JAVIER DIPS

P.O. BOX 863
LA PAZ, BOLIVIA

WE BELIEVE THAT ANY BOIVIAN SALES EFFORT WOULD BE CONDUCTED
BEST THROUGH A BOLIVIAN REPRESENTATIVE WHO KNOWS BOTH THE
MARKETS AND THE PURCHASING OFFICERS WITH GOVERNMENT AGENCIES.

3. THE TWO LARGEST GOB PURCHASERS OF FOOTWEAR ARE YPFB, THE
STATE PETROLEUM COMPANY, AND COMIBOL, THE STATE MINING COMPANY.
ADDRESSES OF THE PERSONS RESPONSIBLE FOR PURCHASING ARE THE
FOLLOWING:

A. FEFE DE ADQUISICIONES
YPFB
CASILLA 401
LA PAZ, BOLIVIA

B. JEFE DE ADQUISICIONES
COMIBOL
CASILLA 1414
LA PAZ, BOLIVIA

BECAUSE OF THE RECENT CHANGE OF GOVERNMENT, THE PEOPLE
CURRENTLY OCCUPYING THESE POSITIONS WILL BE REPLACED.
COMIBOL, THE GOB'S LARGEST PURCHASER OF FOOTWEAR, BUYS
APPROXIMATELY US\$200,000 TO US\$300,000 OF FOOTWEAR
ANNUALLY. YPFB ALSO BUYS LARGE QUANTITIES BUT HAS ALREADY
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PURCHASED A THREE YEAR SUPPLY.
BOEKER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 28 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978LAPAZ05981
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780311-0747
Format: TEL
From: LA PAZ
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780710/aaaaaiem.tel
Line Count: 96
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 9f37c06a-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 STATE 78081
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1844988
Secure: OPEN
Status: NATIVE
Subject: UNDER SECRETARIAL TASK FORCE ON U.S. FOOTWEAR: CONTINUING IDENTIFICATION OF TRADE OPPORTUNITIES FOR LEATHER BOOTS AND SHOES
TAGS: BEXP, BL
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/9f37c06a-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014